



Free Class for Small Businesses I Got the Contract, Now What?

Limited to 100 attendees, one per company [two if maximum allowance is not reached].
Continental Breakfast and Lunch included free of charge . Breakfast is at 8:30 am.

You have poured hours of effort into proposals and bids. You've finally found yourself successful, and are likely to receive the award. The excitement may quickly give way to anxiety – So I won a contract, now what?

Manson Construction Co.

- Solicitation Process Review / Critical Sections of RFP
- Understanding Protests
- Award Letter Follow-Up, Contract Execution & NTP
- Executing Subcontracts & Purchase Orders
- Key Project Startup Scheduling Items
- Importance of Submittal Registers
- Change Orders
- Government Invoicing

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- Overview of Surety which includes Definition, Surety vs. Insurance, and Different Types of Bonds
- Basic Underwriting Pricing of Surety Bonds which includes Underwriting the Obligation, Three C's of Suretyship, Liquidated Damages, and Warranty Provisions
- Pricing of Surety Bonds
- Indemnity

Presentations & Opportunities Available by Port of Long Beach, Port of Los Angeles & Native PTAC

On Wednesday, November 8th Melinda Martirosian, Small Business Liaison Officer from Manson Construction Co., will be available for 1/2 hour appointments at our Long Beach Office. Please email sblo@mansonconstruction.com for an appointment.



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Where: Banning's Landing Community Center at 100 E Water Street in Wilmington, CA

Date: November 9, 2017 Time: 9:00 a.m. to 3:30 p.m. Registration starts at 8:30 a.m.

Attendee Information:

Name

Company

Company Address

City

State

Zip Code

Email Address

Phone Number

Email Registration to: sblo@mansonconstruction.com by November 2, 2017